



PRESENTS

SELLING LIKE YOUR LIFE DEPENDS ON IT!

How to improve your profits, bonus, compensation and job satisfaction

**Whether you call your customers "accounts", "clients", "patients",
or "members," you need them to keep YOU in business.**

Critical Areas Covered:

The need to reinvent yourself
The buying process
A solution to every obstacle
More effective questions
Creating a case for action

And much, much more

The Results are Measurable:

Increased sales
More repeat customers
Increased income
Competitive advantages
Growing referrals

OUTSELL YOUR COMPETITION

Time: 10 Sessions on MONDAYS 9-10:30
Where: Ocean Hammock Lodge ~ 16th Road Hammock Beach
When: Beginning Monday, March 8, 2010
Investment: \$1,500 plus 4 weeks of individual coaching to
reinforce the process at no charge (\$ 400 value)

*As one executive put it ~ "If they don't buy you, they sure aren't going to buy
whatever else you're selling."*

**CALL FOR MORE INFORMATION: 386-446-6837 or email
keycoaching@gmail.com**

Read what other participants have said about this process:

*"This process made an amazing difference in my sales calls and results! I made my annual sales goal in 6 months instead of 12 so I doubled my bonus!"
Becky K. Publishing Sales*

"Thank you Kathryn! I never knew why I hated the phone ~ you made it real and applicable to my career and yet we had a diverse group of professionals and types of businesses. How did you do that? I love my job more now and I am outselling most agents and brokers in my county." Sue C. Real Estate Broker

"Well done. I immediately put into use some of the old basics and the fresh new approaches that I got from this process. It has made a huge difference in my attitude and increases in closed sales. I will recommend you to others in the service professions. Brett T. Insurance Sales

I can't say enough about the changes in our team. They are performing with renewed enthusiasm and never thought of their positions as "sales" related but you were so right on when you suggested this process for the consultative interviews that our directors use. Mark R. Franchisee